Singapore Retail Market Survey Results

Canadian High Commission, Singapore

January, 2000

Food & Beverage Retail Report
Singapore
January 2000

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Introduction

This retail report is designed to offer practical information relevant to Canadian agri-food exporters who have done preliminary research, and have selected the Singapore market for their penetration strategy into this region.

The objective is to provide a qualified list of active companies who have indicated interest in importing and distributing Canadian agri-food products. The companies featured here have all responded to a retail survey conducted through our office, and are categorised by their interest accorded to specific product groups.

In addition to the database of qualified importers, we have included broad information on the retail sector, profile of local supermarkets, and developments in the supermarket scene in Singapore. We hope that this report would assist Canadian agri-food exporters to target their product offerings with a greater degree of accuracy, and allow for more efficient follow-up.

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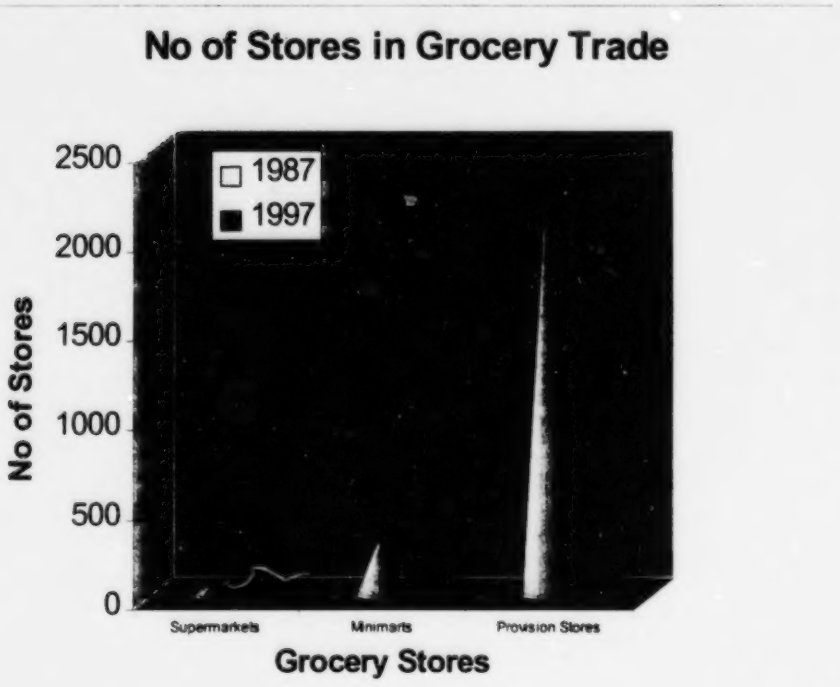
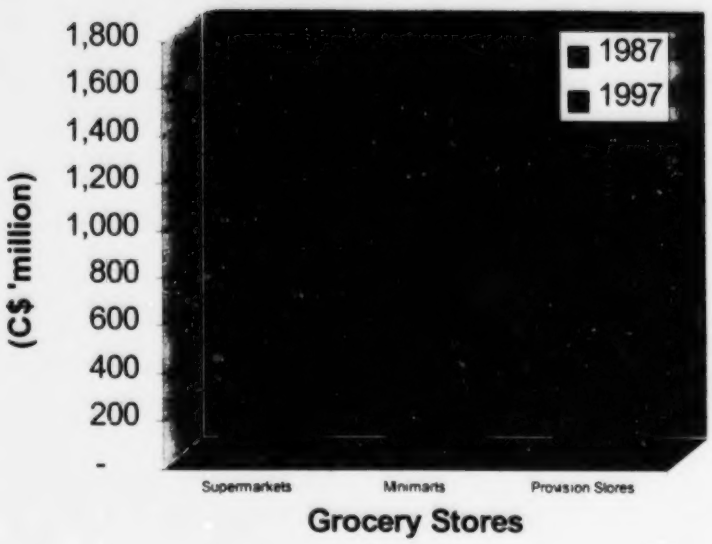
Overview of Retail Sector (grocery trade)



Singapore is considered to be the most developed food retail market in south-east Asia. Affluent consumers here enjoy the highest disposable incomes in Asia next to Japan, and this is reflected in its per capita food expenditure of over US$1,500. By comparison, the next highest country - Malaysia, only has a per capita food expenditure of US$448. A key factor contributing to this trend is the lack of agricultural land in Singapore, leading to a higher dependance on imported food products.

The grocery trade caters primarily to household consumption, and has developed in different forms over the past decades. It comprises of three distinct marketing channels - with provision shops at one end of the spectrum, minimarts in between, and supermarkets at the high end offering a wider variety of products. Provision shops at the lower spectrum comprise of small, family run stores of usually under 100 sq m. while minimarts are categorised as stores ranging from 100 to 1000 sq m. Together, these 3 categories of store formats account for over 2500 retail outlets, with a total industry turnover of more than C$3 billion. The grocery trade forms an important component of the

retail sector, accounting for 12 % of total retail outlets in 1997.



A study undertaken by the Department of Statistics looked at a 10-year comparison of the retail sector in Singapore. The following were significant trends that were observed :

1) The grocery trade grew by a hefty 7.2 % annually, from 1987 - 1997. This saw the sector contributing from only C$1.2 billion to reach C$3 billion in 1997.
2) Of the 2,500 retail grocery outlets, 67 % comprised of provision stores, 27% minimarts and 6% supermarkets.
3) Supermarkets recorded the highest average turnover of 12.4 % during the decade, and contributed more than 60% of the grocery trade turnover. This is a significant expansion of market share, from 37% in 1987.
4) Rapid decline in provision stores, who saw their market share erode from 48% in 1987 to 21% in 1997.

5) The number of supermarkets have doubled - from 60 in 1987 to 137 in 1997.
6) Supermarkets also saw their profits increasing by 10.9 % per annum, with the operating surplus expanding from C$30 million to C$84 million during the 10-year period.

The Supermarket Scene

The bustling supermarket scene in Singapore is dominated by 4 major players, with the NTUC Fairprice Group taking the biggest share at over 60 outlets. Cold Storage, which has earned its reputation as a gourmet, upmarket chain is a distant second. Shop & Save is closely trailing Cold Storage in store numbers but is seen to be a less aggressive, budget retailer. Carrefour is the latest market entrant, and although only one store in size, they are respected for their deep pockets and quiet ambitions to make an impact in the industry.

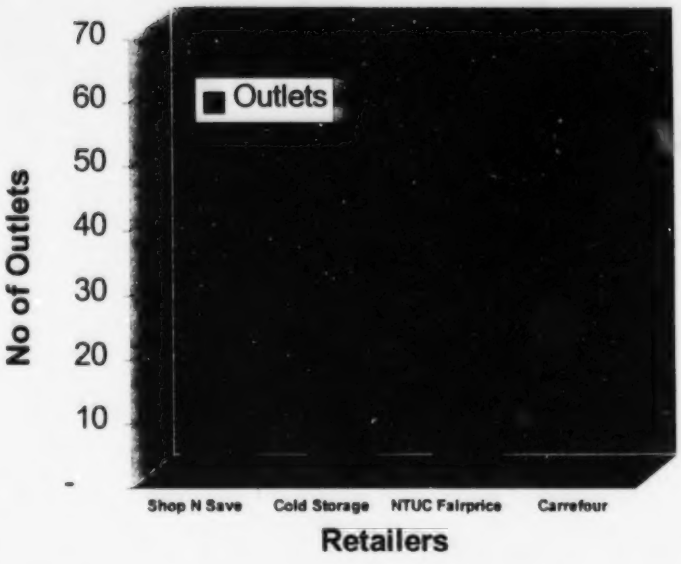
The profitability of supermarkets has spurred the entry of world players to the local arena in recent years, injecting increased competition, wider product offerings and niche retail concepts to the growing industry. Major developments within the last two years in the industry include :

1) Acquisition of Cold Storage by Dairy Farm Holdings of Hong Kong.
2) Takeover of supermarkets within the Emporium Holdings Group by Royal Ahold's Top Supermarket chain.
3) Entry of French hypermarket retailer Carrefour .
4) The recent handover of 7 Top Supermarkets to the Cold Storage Group.

Until recently, one could still identify two distinct categories of retailers serving different consumer segments - one group targeted the higher-income groups and expatriates while the other serviced the lower-income families living in government-subsidised estates. In recent years there has been a convergence, as supermarket chains dominant in the lower-income families expanded upmarket with the increased affluence of their target consumers, and gourmet outlets sprouted downstream. Other supermarkets adopted a niche concept strategy, opening gourmet stores which offer a larger variety of exotic foods and ingredients.

Singaporean consumers have shown greater preference to shop at supermarkets as the emerging trend of convergence between different consumer segments have made the stores more accessible to everyone. Minimarts have also increased their reach by forming economic groupings to create a more effective presence. The new generation of consumers are more affluent and discerning, and this has helped to fuel the demand for a wider variety of food products presented in a clean and

m o d e r n
environment.



Mr. Herve Clec'h
Managing Director
Carrefour Singapore Pte Ltd
3 Temasek Boulevard #01-043
Suntec City Mall
Singapore 038983
T:333-6868
F:011-65-333-6185

Mr. Huw Jenkins

General Manager
Cold Storage Retail
1 Sophia Road #06-38
Peace Centre (Rear Podium)
Singapore,
Singapore 228149
T:337-2766
F:011-65-333-4032

Mr. Gerry Lee
General Manager
NTUC Fariprice Co-operative Ltd
680 Upper Thomson Road
Singapore,
Singapore 787103
T:456-0233
F:011-65-458-8975

Mr. Michael Giam
General Manager
Shop N Save
48 Lorong 21 Geylang
#04-01 Thai Thong Hong Building
Singapore 388464
T:746-9188
F:011-65-842-6488

Schedule of Listing Fees

A) NTUC Fairprice (68 Outlets)

Processing Fee:

* Per product - S$309
* Per additional variant - S$30.90
* Per festive product - S$82.40

(Inclusive of 3% GST)

Listing Fee:

* Per product per store - S$85
* Per additional variant per store - S$10
* Festive products - exempt

Variant:

- Defined as flavour, fragrance not pack size

All fees are non-refundable.

Listed products are put on trial for four months.
Poor performance will be delisted.

B) Cold Storage (25 Outlets)

New Product: S$1200
Product Extension: S$600
Product Replacement: S$500
Appraisal: S$200
Featured on Net: S$300
Featured Period:

Company Index

Company	Profile	Objectives
Aik Hua Food Enterprises Pte Ltd No. 6 Tuas Bay Walk Singapore 637752 Tel: 897-7208 Fax: 897-7235 Contact: Mr. Henry Mak, Business Manager Ms. Lena Tan, Purchasing	Staff Strength: 10 Turnover: 5-30 Million Business Type: Distributor of food & beverage products.	Import/distribute Canadian food & beverage products.
Amosco Pte Ltd 18 Tannery Lane #06-03A Lian Tong Building Singapore 347780 Tel: 749-3988 Fax: 745-2892 Contact: Mr. Esa Mattar, Managing Director Mr. Raymond Chong, Deputy GM	Staff Strength: 10 Turnover: 1-5 Million Business Type: Manufacturer & distributor of local snack & confectionery products.	Import/distribute Canadian food & beverage products. Develop partnership/joint venture with reliable Canadian companies to enter the regional markets outside Singapore.
Asia Dairies Pte Ltd 214 Pandan Loop Singapore 128405 Tel: 779-4566 Fax: 773-1430 Contact: Mr. Wong Meng Choong, GM-Dairy Gp Mr. Ang Hiok Keong, GM	Staff Strength: >250 Turnover: Above 50 Million Business Type: Manufacturing/distributor of liquid milk, ice cream, fruit juices, juice drinks, Asian beverages, full cream milk powder, skimmed milk powder, canned milk, butter, dairy spread and yoghurt.	Import/distribute Canadian food & beverage products. Develop partnership/joint venture with reliable Canadian companies.

Company	Profile	Objectives
Associated Liquor Distributors (S) Pte Ltd/Seagram Singapore 240 MacPherson Road #05-04 Pines Industrial Building Singapore 348574 Tel: 747-9344/394-8186 Fax: 7459321/297-2938 Contact: Mr. Albert Lee, Managing Director Ms. Sheila Sim/Mr. Kelvin Tan	Staff Strength: 30 Turnover: Business Type: Distribution of wines & spirits.	Import/distribute Canadian food & beverage products.
Ban Dee Heng Trading Pte Ltd 152 Paya Lebar Road #04-04 Citipoint Industrial Complex Singapore 409020 Tel: 746-5174 Fax: 747-4050 Contact: Mr. Peter Thio, Director Mr. James Thio, Director	Staff Strength: 15 Turnover: 1-5 Million Business Type: Distributor of carbonated/non-carbonated drinks and juices and pasta.	Import/distribute Canadian food & beverage products.
Canadec Pte Ltd 39 Tywhitt Road Singapore 207538 Tel: 293-3332 Fax: 298-3548 Contact: Mr. E.C. Lim, MD	Staff Strength: 10 Turnover: 20-50 Million Business Type: Food product distribution & trading of commodities, dry and frozen foods such as soyabeans, grains, meat, potatoes, etc) Regional representive in S.E. Asia.	Import/distribute Canadian food & beverage products. Develop partnership/joint venture with reliable Canadian companies to gain entry into regional markets outside Singapore and entry into North American market through Canada. Invest jointly in R&D/ production facilities.

Company	Profile	Objectives
Clouet Trading Pte Ltd 21 Tagore Lane Singapore 787479 Tel: 459-8133 Fax: 459-2867 Contact: Mr. Quek See Swang, Business Development Manager	Staff Strength: 22 Turnover: 5-20 Million Business Type: Sole distributor for AYAM canned food.	Import/distribute Canadian food & beverage products.
Culina Pte Ltd 100C Pasir Panjang Road #01-01 Hai Sun Hup House Singapore 118519 Tel: 472-1310 Fax: 472-3375 Contact: Mr. Oliver Ng, Sales Manager Mr. Eric Goi, Marketing Manager	Staff Strength: 18 Turnover: 5-20 Million Business Type: Distributor of food and wine from Europe.	Import/distribute Canadian food & beverage products.
Euraco FineFood Pte Ltd Blk 219 Henderson Road #01-03 henderson Industrial Park Singapore 159556 Tel: 276-5433 Fax: 276-2978 Contact: Mr. Sebastian Tan, Managing Director Ms. Jill Tan, Director of Sales	Staff Strength: 21 Turnover: 5-20 Million Business Type: Distributor of fine food products.	Import/distribute Canadian food & beverage products. Entry into regional markets outside Singapore.

Company	Profile	Objectives
Forespand Food Enterprise Pte Ltd 46 Hillview Terrace #02-01 Hillvie Building Singapore 669269 Tel: 760-1893 Fax: 769-0138 Contact: Mr. Tony Cheong, GM	Staff Strength: 5 Turnover: 1-5 Million Business Type: Distributor of canned/bottled jam, mustard, chocolates, etc.	Import/distribute Canadian food & beverage products.
Friesland (S) Pte Ltd 61 Quality Road Singapore 618818 Tel: 265-1344 Fax: 265-8930 Contact: Mr. Stephen Lee, GM	Staff Strength: 25 Turnover: 5-20 Million Business Type: Distributor of dairy products and other food items.	Import/distribute Canadian food & beverage products.
Gan Teck Kar Investments Pte Ltd 12A Jalan Ampas #08-01 Balestier Warehouse Singapore 329516 Tel: 251-0711 Fax: 251-1434 Contact: Mr. Gan Eng Choon, GM Ms. Angela Low, Marketing Manager	Staff Strength: 11 Turnover: 1-5 Million Business Type: Sole agent, distributor of savoury snacks, biscuits, cookies, cereals, etc.	Import/distribute Canadian food & beverage products.

Hai Choo Wines & Spirits Blk 165 Bukit Merah Central #04-3661 Singapore 150165 Tel: 273-8933 Fax: 274-1388 Contact: Mr. Tan Hai Choo	Staff Strength: 8 Turnover: 1-5 Million Business Type: Distributor of wines & spirits.	Import/distribute Canadian food & beverage products.
Company	**Profile**	**Objectives**
Harry Chung Co Pte Ltd Blk 4008 Depot Lane #01-84 Singapore 109762 Tel: 278-2488 Fax: 273-8214 Contact: Mr. Harry Chung H.K., MD	Staff Strength: 21 Turnover: 5-20 Million Business Type: Manufacturer representatives and distribution of milk, butter, processed food, cheese, canned food, chilled & frozen meats.	Import/distribute Canadian food & beverage products. Factory representative.
Heng Sheng Company Blk 1803 Geylang Bahru #01-01 Singapore 339710 Tel: 741-3933 Fax: 741-2669 Contact: Mr. George Chia, Managing Director Mr. Paul Phua, Sales Manager	Staff Strength: 20 Turnover: 20-50 Million Business Type: Distributor and wholesaler of drinks and beverages.	Import/distribute Canadian food & beverage products.
Hock Tong Bee Pte Ltd 347 Bukit Timah Road Singapore 254720 Tel: 732-0555 Fax: 737-5910 Contact: Mr. Clinton Ang	Staff Strength: 25 Turnover: 20-50 Million Business Type: Distributor of wines & spirits.	Import/distribute Canadian food & beverage products. Develop partnership/joint venture with reliable Canadian companies to gain entry into regional markets outside Singapore and entry into North American market through Canada. Invest jointly in R&D/ production facilities.

Hup Seng (S) Pte Ltd 241 Pandan Loop #01-01 Hup Seng Warehouse Singapore 128426 Tel: 776-1110 Fax: 778-7202 Contact: Mr. Alfred Choo	Staff Strength: 20 Turnover: 5-20 Million Business Type: Distributor of biscuits, sugar confectionery.	Import/distribute Canadian food & beverage products.
Company	**Profile**	**Objectives**
Jaffajuice Singapore Pte Ltd 24 pandan Loop #205A Singapore 128442 Tel: 778-9977 Fax: 777-0218 Contact: Mr. Robin Koh, Managing Director Ms. Jenny Koh, Marketing Director	Staff Strength: 14 Turnover: 1-5 Million Business Type: Manufacturer, distributor of fruit juice and fructose.	Import/distribute Canadian food & beverage products.
K & J Beverage Co Pte Ltd 100E Pasir Panjang Road #08-01 Century Warehouse Singapore 118521 Tel: 276-5606 Fax: 274-5636 Contact: Mr. Kenneth Chong, Managing Director Mr. Frankie Woo	Staff Strength: 4 Turnover: 1-5 Million Business Type: Distributor of food & beverage products.	Develop partnership/joint venture with reliable Canadian companies to gain entry into regional markets outside Singapore and entry into North American market through Canada.

Li An Food Stuff Pte Ltd Blk 1009 Aljunied Avenue 4, #01-38 Singapore 389910 Tel: 748-8955 Fax: 743-5090 Contact: Mr. Lim Hoo Yang, Managing Director Ms. Irene Lim, Operations Executive	Staff Strength: 20 Turnover: 1-5 Million Business Type: Distributor of biscuits, mixed jellies, sweets, rice crackers, chocolates.	Import/distribute Canadian food & beverage products.
Company	**Profile**	**Objectives**
Malaysia Dairy Industries Pte Ltd 2 Davidson Road Singapore 369941 Tel: 288-6421 Fax: 288-8634 Contact: Mr. C.P. Lim, GM Mr. K.S. Chan, Logistic Manager	Staff Strength: 500+ Turnover: Above 50 Million Business Type: Manufacturer & distributor of sweetened condensed & evaporated unsweetened milk, UHT milk, instant full cream milk powder, flavoured & cultured milk drinks, UHT fruit juice, soya bean & tea drinks.	Import/distribute Canadian food & beverage products.
Moh Seng Importer & Exporter Pte Ltd 2 Kallang Avenue #01-08/09 Kallang Bahru Complex Singapore 339407 Tel: 292-1957 Fax: 297-0406 Contact: Mr. Francis Teo, MD	Staff Strength: 20 Turnover: Business Type: Distributor of confectionery products.	Import/distribute Canadian food & beverage products.

Natrad Food Pte Ltd 149 ubi Avenue 4 Singapore 408778 Tel: 746-9498 Fax: 745-9965 Contact: Mr. Lum Choong Hon, Managing Director Mrs. Lum Ee Ping, Director	Staff Strength: 20 Turnover: 5-20 Million Business Type: Importer and distributor of cheese, pate, pasta, instant mashed potato, sunflower, olive oil, instant soup.	Import/distribute Canadian food & beverage products.
Network Foods Distribution Pte Ltd 12 Woodlands Link Singapore 738740 Tel: 757-7650 Fax: 757-0070 Contact: Mr. Lim Jin Teck, GM/Director	Staff Strength: 30 Turnover: 5-20 Million Business Type: Distributor of Bendicks chocolates, cocoa powder, candy & other cocoa related products, biscuits & snack foods, UHT beverages-soymilk, rice drinks, dairy milk.	Develop partnership/joint venture with reliable Canadian companies to gain entry into regional markets outside Singapore.
Company	**Profile**	**Objectives**
Nor-Scan Marketing Pte Ltd Blk 213 Henderson Road #02-11 Henderson Industrial Park Singapore 159556 Tel: 274-2556 Fax: 274-4948 Contact: Mr. Ng Poh Choo	Staff Strength: 12 Turnover: 5-20 Million Business Type: Distributor of fresh, frozen and smoked seafood products.	Import/distribute Canadian food & beverage products.
Origins Healthcare Pte Ltd 2 Leng Kee Road #02-02 Thye Hong Centre Singapore 159086 Tel: 473-8991 Fax: 473-2031 Contact: Ms. Sonia Tay	Staff Strength: 15 Turnover: 1-5 Million Business Type: Wholesaler of health food products.	Develop partnership/joint venture with reliable Canadian companies to gain entry into regional markets outside Singapore.

Pacific Beverages Pte Ltd 5 Upper Aljunied Link #01-04 Quartz Industrial Building Singapore 367903 Tel: 858-2338 Fax: 858-2339 Email: beers@pacific.net.sg Contact: Mr. John Walker, MD	Staff Strength: 20 Turnover: 1-5 Million Business Type: Wholesaler and distributor for beer and other alcoholic beverages..	Import/distribute Canadian food & beverage products.
Petra-SPT Marketing Pte Ltd 13 Woodlands Link Singapore 738725 Tel: 754-6656 Fax: 755-7715 Contact: Ms. Tan Wan Ling, Marketing Manager Mr. Michael Tan, Sales Manager	Staff Strength: 20 Turnover: 5-20 Million Business Type: Distributor of food products such as chocolates, candies, bottled fruit juices and biscuit wafers.	Import/distribute Canadian food & beverage products. Develop partnership/joint venture with reliable Canadian companies to gain entry into regional markets outside Singapore.
Company	**Profile**	**Objectives**
Q B Food Trading Pte Ltd 8 Chin Bee Crescent, Jurong Singapore 619893 Tel: 261-6120 Fax: 265-9698 Contact: Mr. Quah Wee Keong, MD Mr. Quah Wee Keng Kim	Staff Strength: 35 Turnover: 5-20 Million Business Type: Distributor of frozen food products.	Import/distribute Canadian food & beverage products.

Company	Profile	Objectives
Remy Singapour Fine Wines & Spirits Pte Ltd 623 Aljunied Road #01-05/09 Aljunied Industrial Complex Singapore 389835 Tel: 843-7114 Fax: 743-3560 Contact: Mr. Hoon Ting Ming, Asst Marketing Manager	Staff Strength: 50 Turnover: 20-50 Million Business Type: Distributor of spirits, cognac and wines.	Import/distribute Canadian food & beverage products.
Seng Hong Co (Pte) Ltd 8 Hongkong Street Singapore 059651 Tel: 535-4888 Fax: 535-7325 Contact: Mr. Poh Peck Khiam, Managing Director Mr. Lee Chee Kwang, Asst Marketing Mgr	Staff Strength: 60 Turnover: 20-30 Million Business Type: Distributor of canned goods, dried products, nuts, bakery/confectionery flour, oils & seeds.	Import/distribute Canadian food & beverage products. Entry into regional markets outside Singapore. Entry into North American market through Canada.

Company	Profile	Objectives
Seppo Enterprises (Asia) Pte Ltd 629 Aljunied Road #04-01/02 Cititech Industrial Building Singapore 389838 Tel: 748-8770 Fax: 748-8382 Contact: Mr. Robert Seah, Managing Director Ms. Helen Tan, Sales Manager	Staff Strength: 22 Turnover: 5-20 Million Business Type: Sole agent & distributor of lozenges. Distributor for biscuits, peanuts, gum drops.	Develop partnership/joint venture with reliable Canadian companies to gain entry into regional markets outside Singapore.
Shin Chin Distributors Pte Ltd Tel: 476-8977 Fax: 475-2570 Contact: Mr. Patrick Lim, Managing Director Mr. Leslie Yong, Director	Staff Strength: 40 Turnover: 5-20 Million Business Type: Distributor of dairy products and frozen food.	Import/distribute Canadian food & beverage products. Develop partnership/joint venture with reliable Canadian companies to gain entry into regional markets outside Singapore. Exclusive agent in Singapore & Asia
Sime Darby Edible Products Ltd 255 Jalan Boon Lay Singapore 619524 Tel: 660-4260 Fax: 265-5129 Contact: Mr. Yap Chuan Yu, Managing Director Ms. Michele Wong, Snr Marketing Mgr	Staff Strength: 138 Turnover: Above 50 Million Business Type: Manufacturer and distributor of edible oils, and grocery products.	Import/distribute Canadian food & beverage products. Develop partnership/joint venture with reliable Canadian companies to gain entry into regional markets outside Singapore and entry into North American market through Canada. Invest jointly in R&D/ production facilities.

Sime Darby Marketing 896 Dunearn Road #04-03 Sime Darby Centre Singapore 589472 Tel: 46-8877 Fax: 468-4928 Contact: Mr. Bobby Chew Toh Beng	Staff Strength: 41 Turnover: 5-20 Million Business Type: Distributor of beverages, wines and spirits.	Import/distribute Canadian food & beverage products.
S J Low Bros & Co Pte Ltd 30 Mohamed Sultan Road #03-00 Lam Ann Building Singapore 238974 Tel: 734-0266 Fax: 734-5229 Contact: Mr. Low Yang Chew, MD	Staff Strength: 12 Turnover: Business Type: Distributor of canned food/fresh/frozen and dried food, fresh fruits	Import/distribute Canadian food & beverage products.
Taste of Tradition (AP) Pte Ltd 288A Lavender Street Singapore 338804 Tel: 835-0535 Fax: 835-4866 Contact: Mr. Emil Teo, Business Development Mr. Matthew Ng, Wine Consultant	Staff Strength: 8 Turnover: 5-20 Million Business Type: Distributor of wines and alcoholic beverages.	Import/distribute Canadian food & beverage products.
Tong Garden Food Products Pte Ltd 33 Chin Bee Crescent Singapore 619901 Tel: 264-2828 Fax: 265-2515 Contact: Mr. Johnny Ong, MD	Staff Strength: 85 Turnover: 20-50 Million Business Type: Manufacturer and distributor of processed nuts like cashews, almonds, macadamias, pistashios, and other snack foods.	Import/distribute Canadian food & beverage products. Develop partnership/JV with reliable Canadian companies to enter regional markets outside Singapore. Export Market: Malaysia, Taiwan, Hong Kong & Japan.

Company	Profile	Objectives
Topseller Pte Ltd 348 Jalan Boon Lay Singapore 619529 Tel: 662-0336 Fax: 266-2606 Contact: Mr. Eric Low, Product Manager Mr. Halil Mansor, Snr Marketing Exec	Staff Strength: 120 Turnover: Above 50 Million Business Type: Distributor of grocery products.	Develop partnership/JV with reliable Canadian companies to enter regional markets outside Singapore.
Xie Chun Trading Pte Ltd Blk 4008 Depot Lane #01-84 Singapore 109762 Tel: 278-2488 Fax: 273-8214 Contact: Mr. Chung Suan Lim, Manager	Staff Strength: 20 Turnover: 5-20 Million Business Type: Distributor of of dairy products.	Import/distribute Canadian food & beverage products.
Yamakawa Trading Co Pte Ltd 64 Toh Guan Road Singapore 608832 Tel: 567-8200 Fax: 567-0832 Contact: Mr. Robert Ong, Senior Director Mr. Ri Gopalan, Sales Manager	Staff Strength: 60 Turnover: 5-20 Million Business Type: Distributor of grocery products.	Import/distribute Canadian food & beverage products.

Yee Lee Oils & Foodstuffs (S) Pte Ltd 22 Senoko Drive Woodlands East Industrial Estate Singapore 758209 Tel: 257-8811 Fax: 752-4823 Contact: Mr. Peter Lee, Industries/Export Executive	Staff Strength: 40 Turnover: 5-20 Million Business Type: Manufacturer and distributor of vegetable cooking oil, pure corn oil, grounnut oil, dough fat, magarine, shortening. Also manufactures mineral water, distilled water, soap.	Import/distribute Canadian food & beverage products.
Company	**Profile**	**Objectives**
YHI Fabian (Singapore) Pte Ltd 2 Pandan Road Singapore 609254 Tel: 265-6411 Fax: 266-5368 Contact: Mr. Edward Low, General Manager Mr. Richard Wee, Sales/Marketing Mgr	Staff Strength: 30 Turnover: 20-50 Million Business Type: Distributor of grocery products.	Import/distribute Canadian food & beverage products. Develop partnership/joint venture with reliable Canadian companies to gain entry into regional markets outside Singapore and entry into North American market through Canada.
Zhang Brothers (S) Pte Ltd Tel: 475-1906 Fax: 471-3586 Contact: Mr. Andrew Teo, General Manager Mrs. Rose Kwang, Asst GM	Staff Strength: 20 Turnover: 5-20 Million Business Type: Distributor of food & beverage products.	Import/distribute Canadian food & beverage products. Develop partnership/joint venture with reliable Canadian companies to gain entry into regional markets outside Singapore and entry into North American market through Canada.

FOOD & BEVERAGE RETAIL SURVEY

	Name of Companies	ALCOHOLIC				NON-ALCOHOLIC				Additional Products
		Wines	Liquors	Beer		Juices	Mineral Water	Flavoured Drinks		
	BEVERAGE									
1	Asia Dairies Pte Ltd					X	X	X		
2	Ban Dee Heng Trading Pte Ltd	X	X	X		X	X	X		
3	Canadec Pte Ltd	X	X	X		X	X	X		
4	Culina Pte Ltd	X	X	X						
5	Euraco FineFood Pte Ltd	X	X	X						
6	Forespand Food Enterprise Pte Ltd					X	X	X		
7	Friesland (S) Pte Ltd					X	X	X		
8	Hai Choo Wine & Spirits	X	X	X						
9	Harry Chung Co Pte Ltd					X	X	X		
10	Heng Sheng Company					X	X	X		
11	Hock Tong Bee Pte Ltd	X	X	X						
12	Jaffajuice Singapore Pte Ltd					X	X	X		
13	K&J Beverage Co Pte Ltd	X	X	X						
14	Li An Foodstuff Pte Ltd					X	X	X		
15	Malaysia Dairy Industries Pte Ltd					X	X	X		
16	Moh Seng Importer & Exporter Pte Ltd					X	X	X		
17	Natrad Food Pte Ltd	X	X	X		X	X	X		
18	Nor-Scan Marketing Pte Ltd	X	X	X						
19	Origins Healthcare Pte Ltd									Organic fruit juices
20	Pacific Beverages Pte Ltd	X	X	X						

21	Petra-SPT Marketing Pte Ltd					X	X	X		
22	Remy Singapour Fine Wines & Spirits Pte Ltd	X	X	X						
23	Seagram Singapore Associated Liquor Distributors (S) Pte Ltd	X	X	X						
24	Seng Heng Co (Pte) Ltd	X	X	X		X	X	X		Canned tea drinks
25	Seppo Enterprises (Asia) Pte Ltd					X	X	X		
26	Shin Chir Distributors Pte Ltd	X	X	X		X	X	X		
27	Sime Darby Marketing	X	X	X						
28	SJ Low Bros & Co Pte ltd					X	X	X		
29	Taste of Tradition (AP) Pte Ltd	X	X	X						
30	Yamakawa Trading Co Pte Ltd	X	X	X						
31	Yee Lee Oils & Foodstuffs (S) Pte Ltd	X								
32	YHI Fabian (S) Pte Ltd					X	X	X		
33	Zhang Brothers (S) Pte Ltd					X	X	X		Non-alcoholic beer
34										
35										
36										
37										
38										
39										
40										